

PROJECT SELECTION CRITERIA

The City of Greensboro desires to allocate housing resources according to the priorities established in the City's adopted Five Year Strategic Plan for Housing Activities and the Connections 2025 Comprehensive Plan and to fund proposals that are well thought out and adequately financed. To this end, and to ensure a reasonable selection process, all proposals will be evaluated according to a point ranking system. The project scoring is a tool for evaluation, but is not the sole criterion for a decision.

To ensure a fair and accurate selection process, all proposals must provide all required information as described in the application form. Failure to provide the required information or providing inaccurate information may result in the proposal being disqualified from consideration.

A. Project Scope (Maximum 20 points)

1. Relationship to Strategic Plan Priority (Maximum 10 points)

How well does the proposal address one of the stated priorities in the City's 5-Year Strategic Plan for Housing Activities. Proposals will be scored based on whether the principal beneficiaries and results of the proposal assist:

Affordable Rentals for Very Low Income Persons	10 points
Transitional & Permanent Housing with Support Services	8 points
Rehabilitation of the Existing Housing Stock	6 points
Affordable Homeownership for Low & Moderate Income Families	4 points
Other HOME Program-eligible Community Priorities	0-4 points

2 Supports Neighborhood Revitalization and/or Central Business District Development (Maximum 10 points)

If the project is located in a neighborhood undergoing a revitalization effort (A CDBG target area or City of Greensboro redevelopment area) or is located within the Central Business District (CBD) of the City or within ½ mile of the generally accepted boundaries of the CBD then a maximum of 10 points are available for projects supporting the identified objectives of such development areas. The maximum points would be awarded to projects that have identified neighborhood or business district support. Up to 5 points could be awarded for projects located within older, built-up neighborhoods not currently designated for revitalization by the City if documentation is submitted indicating the project supports a policy directive contained within the Connections 2025 Comprehensive Plan and has strong neighborhood support for the project.

B. Siting & Design

(Maximum 10 points)

In order to receive points in this section for site specific development proposals, adequate design information must be submitted with the application, such as a scaled site plan, and building elevation and floor plan drawings, to document the design characteristics of the proposed development.

New Construction & Adaptive Reuse Projects:

1. Project Site (Maximum 5 points)

Up to 5 points will be awarded based on the appropriateness of the site for the proposed development, taking into consideration such siting issues as appropriate zoning, the availability of services, and compatibility with adjacent land uses. At least 3 points will be awarded to sites that serve areas of the City that are under-served by the type of housing proposed. Factors that may reduce the number of points awarded in this criteria include: locations impacted by environmental or other problems; sites near existing or proposed freeways; areas subject to flooding; close proximity to potential odors or pollution from industrial uses; sites in fringe areas of the city not well served by public transit and basic business services, and sites with steep slopes or other unsuitable conditions. HOME funded multi-family new construction projects must meet the site and neighborhood standards of 24 CFR 983.6(b).

2. Design Quality (Maximum 5 points)

Up to 5 points will be awarded to projects that are well planned and designed. Characteristics of good site design include attractive entryways, connected streets (no cul-de-sacs), consistent building setbacks, sidewalks, and accessible open space and park areas. In single family developments, good site design will include driveways or alleyways that allow for adequate off-street parking that is not located within the front yard zone of the lot. Examples of quality building design features include front porches, well detailed trim-work, front gables and dormers, spacious room layouts, kitchens with an abundance of counter top working space and cabinets, and storage space other than bedroom closets. Projects must meet minimum Federal and State accessibility and energy efficiency requirements. Additionally, HOME funded single and multi-family new construction projects must meet or exceed the Model Energy code.

Site Specific Rehabilitation Projects – 8 units or greater

1. Project Site (Maximum 5 points)

Up to 5 points will be awarded based on the compatibility of the existing buildings to the surrounding neighborhood and the need for the rehabilitation project. 5 points will be given to projects that upgrade buildings that are located within primarily residential neighborhoods and have multiple substandard conditions or are substantially boarded up and abandoned. 3 points will be awarded to sites that are located on the fringes of residential neighborhoods or in mixed-use areas or for buildings that have only minor deficiencies and are substantially occupied. Factors that may reduce the number of points awarded in this criteria include: buildings located in non-residentially zoned areas; buildings that are clearly out of scale with surrounding buildings; buildings that lack standard street frontages (i.e. deep, narrow lots); and sites in close proximity to potential odors or pollution from industrial uses.

2. Design Quality (Maximum 5 points)

Up to 5 points will be awarded to projects that include design features to significantly improve the aesthetic appearance of existing buildings and sites, such as: adding front covered porches where none existed; adding dormers, shutters, decorative trim and other design features; installing improved parking areas, sidewalks and landscaping; and reworking of interior floor plans to improve circulation, increase storage options and add features such as washer/dryer connections. Projects must meet minimum Federal and State accessibility and energy efficiency requirements.

C. Affordability (Maximum 10 points)

1. Serves Low & Moderate-Income Persons (Maximum 6 points)

It is the City's primary objective to serve the housing needs of low and moderate-income families, whether through rental housing or affordable homeownership. Projects will be evaluated on whether a majority of the housing units proposed to be developed fall within the following affordability categories. Up to 6 points will be awarded to projects where a majority of the units are affordable to or occupied by families earning 0-30% of area median income. Up to 4 points will be awarded to projects where a majority of the units are affordable to or occupied by families earning 0-50% of area median income. Up to 2 points will be awarded to projects where a majority of the units are affordable to families earning 0-80% of area median income. Projects where a majority of the units are not affordable to or occupied by families below 80% of area median income will not receive points in this category.

2. Long Term Affordability (Maximum 4 points)

Projects that include provisions to ensure the long-term affordability of the housing units being assisted are eligible for points based on the length of the affordability period. Those projects that will ensure affordability for 15 or more years will receive 4 points. Projects that ensure affordability for 5-14 years will receive 2 points. Projects that ensure affordability for less than 5 years will receive 1 point.

D. Leverage (Maximum 15 points)

1. Leverage of Non-City Funds (Maximum 10 points)

City of Greensboro funds are expected to be used as gap financing to cover development costs that cannot reasonably be obtained from other sources. Points will be awarded based on the percentage of non-city funds identified in the sources and uses of funds statement contained in the application. Non-City funds will include all other non-City funding sources, including private equity investment, private loans, value of land and land improvements if pre-purchased by the developer, and other governmental loans and grants. The maximum 10 points will be awarded to projects where City funds are 25% or less of total funding sources. 6 points will be awarded to projects where City funds are 26% -50% of total funding sources. 3 points will be awarded to projects where City funds are 51% - 75% of total funding sources. No points will be awarded to projects where more than 75% of the total funding sources are City funds.

2. Program Income (Maximum 5 points)

It is an objective of the City of Greensboro to generate program income, where feasible, to assist other affordable housing development activities. Proposals will be evaluated based on their likelihood of returning funds to the City for reuse. 5 points will be awarded to projects that are likely to return more than 50% of the amount of the City funding assistance within 5 years from the provision of those City funds. Projects that are likely to return more than 50% of the amount of City funding assistance within 15 years from the provision of those funds will receive 3 points. Projects that are likely to return some funding to the City but less than 50 % of those funds originally provided will receive 1 point. Projects that have balloon payments at or after 15 years from the date of provision of funds and projects that provide for the City to receive residual receipts after expenses will also receive 1 point. Projects that make no provision for return of funding to the City will receive no points. (Note: Tax revenues collected by the City from projects receiving funding are not considered program income and will not be taken into consideration in this analysis.)

E. Strength of Application/Applicant (Maximum 35 points)

Proposals must receive a minimum of 20 points in this section to be eligible for funding consideration.

1. Clarity of Proposal (Maximum 5 points)

Proposals will be evaluated on whether all information requested in the application is included, whether the community needs being addressed and objectives of the proposal are clearly stated, and whether the roles and responsibilities of all partners in the proposal are clear and documented.

2. Likelihood of Success (Maximum 10 points)

Based on the quality of the pre-development and preparation work which has gone into the proposal, points will be awarded based on the likelihood that the applicant can deliver the expected results within the timeframe proposed. The maximum 10 points would be awarded to projects that are clearly ready to proceed. These projects would have documented site control, zoning approvals, construction plans and bids, financial commitments, partnership agreements, and project timelines with realistic benchmark dates for completion. Up to 5 points would be awarded to projects that are missing one or two of the above elements but are otherwise ready to proceed and have documented how they intend to obtain the missing elements. Up to 2 points could be awarded to projects that are still in the concept stage and are missing many of the critical elements stated above.

3. Project Financial Feasibility (Maximum 5 points)

Up to 5 points will be awarded to projects that have provided a sources of funds statement with clear documentation of the availability of all non-City funds and a uses of funds statement which is clear and includes all expected costs, including contingencies, to complete the project. For those projects with operating pro forma, a pro forma covering at a minimum the required period of affordability should be included in the proposal along with additional information about any anticipated rental subsidies and operating reserve funds.

4. Funding Need (Maximum 5 points)

Because City funding is intended to be gap financing, proposals should clearly document the efforts undertaken to obtain non-City funding for the project. 5 points will be awarded to projects that have researched and approached all possible funding sources in advance of seeking City funds and that provide written documentation of the results of that fund seeking. Fewer points will be awarded to projects that have not approached or received funding commitments from other likely funding sources.

5. Track Record of Applicant (Maximum 5 points)

Applicants should possess the level of experience necessary to undertake the project being proposed. Consideration will be given to proposals that link applicants with less experience with partners with more substantial experience if adequate documentation is provided describing the roles, responsibilities and contractual agreements between the partners. 5 points will be awarded to applicants/partnerships with extensive and successful experience implementing projects similar in scope and scale to the proposed development. 3 points will be awarded to applicants/partnerships with some experience with similar or somewhat different types of development. 1 point will be awarded to applicants/partnerships that have little or no experience with the type of project being proposed.

6. Creditworthiness of Applicant (Maximum 5 points)

The creditworthiness of the applicant and their eligibility to obtain the necessary financing for the project will be determined based on the applicant's most recent audited financial statements that are submitted with the application. 5 points will be awarded to applicants that have audited financial statements free and clear of qualifications and findings that would indicate unacceptable financial practices and that document sufficient financial stability to undertake the planned project. Fewer points will be awarded to applicants that have documented qualifications or findings in their audited financial statements or that do not have sufficient financial stability to undertake the planned project.

F. Bonus Points (Maximum 10 points)

1. Low Income Family Rental Units (2 points)

Two points for projects where a majority of the housing units are family (non-elderly) rental units affordable to families making less than 50% of the area median income.

2. Public Housing Replacement Units (2 points)

Two points for projects that include public housing replacement units through a mixed finance agreement with the Greensboro Housing Authority.

3. Mixed Income Development (2 points)

Two points for projects that serve a mix of income level families. Projects that include public housing replacement units would automatically qualify. Other rental housing projects that provide a range of rents, at least 25% of which would be considered market rate housing units and at least 25% would be affordable to families making less than 30% of area median income would qualify. Homeownership projects would qualify if at least 25% of the units in the project have sales prices of less than \$90,000 and 25% of the units have sales prices above \$110,000.

4. Mixed Use Development (1 point)

One point for projects that include a mix of uses (for example: a single family housing development with townhouses and commercial development included; or a multi-family development with live/work units.)

5. Energy Efficiency (1 point)

One point for projects that incorporate the Star Home Program requirements of the North Carolina Community Development Initiative or another documented energy savings program that provides guaranteed EPA Energy Star Certification of the finished housing units.

6. Accessibility (1 point)

One point for projects designed to increase the stock of housing accessible to those with mobility impairments. To receive this point, at least 25% or more of the units must be designed to be fully handicap accessible, as defined in Federal and State guidelines.

7. New Programs (1 point)

One point will be awarded to programs that have been specifically designed to serve as complements to existing City programs or meet specific objectives identified in the Connections 2025 Comprehensive Plan.